

The JOHN MAXWELL Team

THE MAXWELL PHILOSOPHY

“You can’t steer a ship that isn’t moving forward. It takes a leader to create forward motion.”

LAW #16 – The Law of _____ or the _____

Learning the Law of Momentum:

Momentum is a Leader’s Best Friend

1. Momentum is the _____.
2. Momentum makes the leader _____ than they are.
 - i. Young leaders often get less credit than they deserve because they _____.
 - ii. Once a leader creates success, and develops career momentum, then people give him more credit than he deserves.

Living the Law of Momentum:

One word that can help you enjoy the fruit of your labor to build momentum without letting it destroy you - _____.

3. Even average people can _____ than they are.

The _____ for the least results!

 - i. Know it!
 - ii. Understand it!
 - iii. Protect every bit of momentum you build!

The JOHN MAXWELL **Team**

4. Momentum is _____ than to start.

5. Momentum is a powerful _____ agent.

It's imperative that we understand how best to help our clients _____.

When we are winning – Nothing Hurts!

6. Momentum is the Leader's _____.

i. It takes a leader to _____, it doesn't just happen.

ii. If *you can't MAKE the Heat get out of the Kitchen*

7. Momentum _____ the Leader.

Leading others to the Law of Momentum:

- A mindset/Awareness
- Environment/Culture
- Everyday/Preparedness

You can be an overnight success after 20 years of hard work!